



# NEWSLETTER

NORTH CAROLINA DISTRICT OFFICE

November 2006

## **SBA Improves Federal Contract Opportunities For Small Business**

A new regulation went into affect requiring small businesses to recertify their size status on long-term contracts when a contract option is exercised, when a small business is purchased by or merged with another business or at the end of the first five years of a contract.

Historically, size status has been determined at the time of the initial offer on the contract and is retained over the life of the contract. However, federal agencies are increasingly using long-term contracts that with the exercise of contract options can extend to 20 years. The new regulation does not require termination of contracts if size status changes, nor does it require changes to contract terms and conditions.

The recertification regulation is available at The Federal Register's Web site at:  
<http://www.archives.gov/federal-register/the-federal-register/indexes.html>.

## **Reminder: Small Business Week**

Nominations are due by **Dec. 8, 2006**. SBA is seeking nominations for the 2007 North Carolina Small Business Person of the Year and the Small Business Champion Awards. Please consider honoring one of your small business clients. Awards include: Small Business Exporter of the Year, SBA Young Entrepreneur of the Year, Minority Small Business Champion, Veteran Small Business Champion, Financial Services Champion, Home-Based Business Champion, Women in Business Champion and Small Business Journalist of the Year. Do you have a client that might be the next Small Business Person of the Year? Do you have a colleague that might be a suitable small business champion?

**Small Business Week dates have not been announced.** For more information contact Mike Ernandes at 704-344-6588 or [mike.ernandes@sba.gov](mailto:mike.ernandes@sba.gov).

## **Grants For Women's Business Centers**

Congratulations to the Women's Business Centers in NC. The SBA awarded \$12 million in grant funding to the Women's Business Centers throughout the US. These funds will allow the center's to broaden their reach of business training, counseling and assist women to start, grow and expand their small businesses.

The Women's Business Center's are located in Asheville, Durham and Fayetteville. The centers are open to both men and women, and offer their services throughout the state.

For a complete list of all centers receiving grants, and for additional information about the SBA's Women's Business Center program, visit online at <http://www.onlinewbc.gov/wbc.pdf>.

## **Identity Theft Affects Small Businesses**

Identity theft is a growing concern for small business. With all the electronic advances that have increased efficiency and spawned new business models, they have created new dangers. Identity theft is the most common crime to affect a business. The imposter obtains key pieces of personal information such as social security number or credit card numbers in order to obtain credit, merchandise, and services in the victim's name.

The Federal Trade Commission has created a web page to help businesses and consumers handle identity theft. The business portion is dedicated to helping businesses to fight back against identity theft. It provides a wide range of education materials that can serve as tools to educate employees, victims and deal with data breach.

For more information and tools to assist you, go to: <http://www.ftc.gov/bcp/edu/microsites/idtheft/index.html>

Don't become a victim.

## Active Lender Rankings FY 2006 YTD: October 1, 2006 – October 31, 2006

	7(a)		504	504
Lender	Approvals	Gross 7(a) \$'s	Participation Loans	Participation \$'s
Superior Financial Group	24	\$ 197,500		
Bank of America	21	\$ 536,900	1	\$ 672,500
Capital One Federal Savings	14	\$ 710,000		
Business Loan Center	13	\$ 927,400		
Innovative Bank	7	\$ 110,000		
Surrey Bank & Trust	6	\$ 394,500		
Wachovia	6	\$ 5,370,900		
CIT	5	\$ 2,447,200		
Bank of Granite	3	\$ 1,295,400		
BB&T	3	\$ 218,500	2	\$ 3,022,000
Self Help Credit Union	3	\$ 131,000		

Certified Development Corps.		
Self-Help Ventures Fund	9	\$ 6,003,000
BEFCO	2	\$ 2,187,000
Centralina Dev.	1	\$ 1,088,000

### Reminder: “Small Business Days” Schedule

The North Carolina District Office is offering “Small Business Days” at the following chambers. “Small Business Days” will offer chamber members and other small business owners the opportunity to discuss SBA loan programs with an SBA Marketing and Outreach Specialist. The Chamber will schedule the appointments for the business owners.

Location	Day	Hours	Phone Number
Cary	Third Wednesday	10 a.m.- 2 p.m.	919-467-1016
Charlotte	Fourth Tuesday	9 a.m. - 4 p.m.	704-344-6563
Gastonia	Second Tuesday	9 a.m. - 1 p.m.	704-864-2621
Greensboro	First Tuesday	10 a.m.- 2 p.m.	336-510-1234
Hendersonville	Third Friday	10 a.m.- 2 p.m.	828-692-1413
Hickory	Third Tuesday	10 a.m.- 2 p.m.	828-328-6000 x224
Mooreville	First Thursday	9 a.m. - 2 p.m.	704-664-3898
Salisbury	Fourth Wednesday	9:30 a.m. - 2 p.m.	704-633-4221

## Small Business Loans

Does your client need a small business loan? Does he or she have a start up business and need a loan under \$15,000? Do you know about the CommunityExpress Loan Program? These loans serve women, minorities, veterans and low to moderate income areas. Our training calendar is your source for the workshops in your area.

These workshops offer on the spot loan applications and assistance with the application. Local technical assistance providers are available to answer questions and accept applications.

Have you attended one of these workshops? Check out our web calendar for the workshop in your area. For more information on the CommunityExpress Loan Program and the technical assistance providers go to: [www.sba.gov/nc/nc\\_communityexpressnc.html](http://www.sba.gov/nc/nc_communityexpressnc.html).

## Give Us Your Success Stories

We are looking for borrowers to participate in the SBA's SUCCESS STORY program. Do you know an SBA client that meets the criteria below? Would you like to showcase your organization on our website? The Success Story Database is a listing of small businesses that have received SBA assistance.

This list is used to provide information on these small firms to local and national media. These newspapers, radio and TV stations may use this information for profiles, special interest and other types of stories. The SBA also uses this list to highlight local firms while doing radio and TV interviews.

Success story firms should:

- Be in business for at least 3 years
- Show an increase in the number of employees or growth in revenues
- Provide examples of contributions to the community

Please call Mike Ernandes at 704-344-6588 or e-mail [mike.ernandes@sba.gov](mailto:mike.ernandes@sba.gov) with the name and contact information of any firms that you think might be interested in increased media opportunities.

## Have You Viewed The SBA Training and Events Calendar?

Do your clients need to write a business plan? Learn how to advertise effectively? Need financing to start or expand their businesses? Our training calendar has workshops, classes, events and programs to meet your client's needs. New spring schedules will be starting. Have you surfed over lately?

## Training Activities and Events

Let us help you promote your training activities and seminars. We can post them to our website calendar. Four weeks lead-time is required. E-mail updates to [april.gonzalez@sba.gov](mailto:april.gonzalez@sba.gov) or call (704) 344-6811.

## Online Training

The North Carolina District Office offers SBA Programs and Services Training every Friday. From 9 to 10 a.m. and again at 12:30 to 1:30 p.m., an SBA District employee will provide live training through "Ready Talk" software. Your clients can call in and sign into the website for a live PowerPoint presentation.

SBA loan programs, counseling, and government contracting will be highlighted. This can be a useful tool for you to refer to your start-up clients. It can also be a refresher course for you and your fellow counselors.

Go to: [www.sba.gov/nc/trainonline.html](http://www.sba.gov/nc/trainonline.html) to register and for more information.

## North Carolina Resource Guide

The new 2006 resource guide, co-sponsored by Reni Publishing and the SBA, is available online for you and your client. Go to: [www.reni.net/guides](http://www.reni.net/guides) and click on North Carolina.

### Quote of the Month

Without ambition one starts nothing. Without work one finishes nothing.  
--Ralph Waldo Emerson

### Happy Thanksgiving

